

Department of the Army Small Business Program











"Our Army at War - Relevant & Ready"

8TH ANNUAL ARMY CORPS OF ENGINEERS SMALL BUSINESS CONFERENCE

30 November 2004

MS. TRACEY PINSON

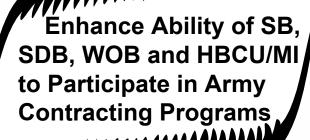
DIRECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY



MISSION



Advise Army Secretariat
on Implementing Laws
Concerning the Small
Business Program

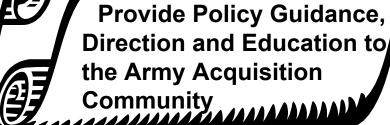


SMALL BUSINESS ADVOCATES

Afford Equitable Opportunity for SB to Provide Quality Goods and Services at the Best Value



Establish Challenging Small Business Goals for Army Major Commands





ARMY PRIME CONTRACT AWARDS FY03 vs FY04



FY 04 - 11/21/04

	FY 03 Total Dollars	FY 03 Achieved	FY 04 Total Dollars	FY 04 Achieved
US Business	\$ 48,576		\$55,275	
Small Business	\$ 13,596	28.0%	\$15,470	27.9%
Small Disadvantaged Business	\$ 4,268	8.8%	\$ 5,004	9.0%
Women-Owned SB	\$ 1,815	3.7%	\$ 2,029	3.7%
HUBZone Small Business	\$ 1,405	2.9%	\$ 1,573	2.8%
Service Disabled Veteran- Owned SB	\$ 100	0.2%	\$ 233	0.4%

DOLLARS SHOWN IN MILLIONS



Inside the Numbers



- Small Business: \$15.4B (Exceeded Target)
- Small Disadvantaged Business: \$5B (Exceeded Target)
- Women Owned: \$2B (First Federal Agency)
- HUBZone: \$1.5B (Highest in Federal Government)
- SDVOSB:
 Increased dollars from \$100M to \$232M
 Increased percentage by 100%



FY05 ARMY SMALL BUSINESS REINVENTION INITIATIVES



- Promote opportunities for firms located in HUBZones through a comprehensive outreach initiative of strategic partnering with other DOD and Federal Agencies, regional match-making events, and co-marketing with other programs.
- Maximize value of small business to the war fighter by promoting contracting opportunities in contingency operations.
- Promote utilization of small businesses as subcontractors in acquisitions of combat systems such as the Future Combat System (FCS).
- Continue to promote the increase awareness of the SDVOSB Program through an innovative outreach program.



RCI PORTFOLIO SMALL BUSINESS STATISTICS



Element	RCI Portfolio				Army Targets
Quarter	March 2004		June 2004		
Total contracts awarded to date	\$409,962,232		\$650,065,204		
Total Small Business	\$297,392,026	73%	\$423,233,426	65%	47%
Disadvantaged	\$27,096,326	6%	\$30,446,096	5%	9%
Veteran Owned	\$19,218,162	5%	\$20,296,959	3%	3%
Woman Owned	\$41,855,816	10%	\$49,232,495	7%	8%
HUB Zone	\$10,372,887	3%	\$10,752,204	2%	3%



ARMY SUBCONTRACT AWARDS



FY 03

	TOTAL DOLLARS	ACHIEVED	OSD TARGET
US Business	\$ 5,183		
Small Business	\$ 2,592	50.0%	40.0%
Small Disadvantaged Business	\$ 425	8.2%	5.0%
Women-Owned SB	\$ 369	7.1%	5.0%
HUBZone Small Business	\$ 127	2.4%	0%
Service Disabled Veteran- Owned SB	\$ 18	0.3%	3.0%

DOLLARS SHOWN IN MILLIONS



MENTOR-PROTÉGÉ PROGRAM



- Provides incentives to prime contractors to develop the technical and business capabilities of SDBs and other eligible protégés to increase their participation in both prime contracts and subcontracts
- Prime contractors may be reimbursed labor costs or allowed to credit costs toward subcontracting goals
- The Defense Authorization Act for fiscal year 2001 extended the MPP until 30 Sep 2005 for approval of new agreements, and until 30 Sep 2008 for incurred costs
- Army Pilot 8(a) Graduate Mentor-Protégé Program
 - Seeks to get graduated 8(a) firms involved in mentoring emerging 8(a) firms



MENTOR-PROTÉGÉ PROGRAM



- Army goal is to engage industries to shape and expand the industrial base to support the warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Structured process for submitting proposals
- Strong evaluation criteria
- Will involve Army Associate Directors
- Army currently has 41 active agreements



MENTOR-PROTÉGÉ PROGRAM



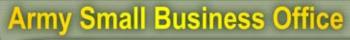
- DoD delegated approval authority to services beginning FY 2004
- Policy, guidance & instructions on Army SADBU website: www.sellingtoarmy.info
- Three rounds of proposals for FY 2005
 Proposal due dates: 15 Dec, 15 Apr, 15 Aug
- Agreements 1-3 years
- \$500,000 per agreement, except manufacturing may be funded higher with justification



CHALLENGES



- Consolidation / Bundling
- GSA Schedules SADBU review
- Weak subcontracting plan enforcement
- Insufficient staffing of SADBU offices





WEBSITES



Army SADBU

http://www.sellingtoarmy.info

DOD SADBU

http://www.acq.osd.mil/sadbu

Centralized Contractor http://www.ccr.gov Registration (CCR)

Federal Business http://www.fedbizopps.gov
Opportunities (Fed Biz Opps)

Small Business http://www.sba.gov
Administration (SBA)

